



The LandReport

WWW.LANDREPORT.COM | SUMMER 2018

THE MAGAZINE OF THE AMERICAN LANDOWNER \$15

SPECIAL REPORT

AMERICA'S
BEST
BROKERAGES

TOUR ALABAMA'S LEADING LAND LISTING
We Take You to the Top of Shelby County **PAGE 34**

Sherwood Mountains
Shelby County, Alabama

A person wearing a hat and outdoor gear stands on the edge of a rocky cliff, looking out over a vast, mountainous landscape. The terrain is rugged with layered rock formations and distant mountain ranges under a clear blue sky.

A M E R I C A ' S
BEST
B R O K E R A G E S



The Editors of the Magazine
of the American Landowner
Present Our Annual
Survey of the
Country's Leading Real Estate
Firms Specializing in Land.

Edited by Monica Manley

EYE ON THE PRIZE

Greg Fay takes in the magnificent vistas on Tom Brokaw's West Boulder Ranch. Fay has the 4,128-acre property listed for \$17.9 million.

AMERICA'S
BEST
BROKERAGES

ANCIENT OAKS

These twin trees are remnants of long abandoned homesteads on the Cason Callaway Estate in Harris County, Georgia. Tom Brickman of Cyprus Partners has the \$42.5 million listing.



S O U T H

American Timberlands Company

www.americantimberlands.com
(843) 979-2221

2017 Sales: < \$50M

Who: Since inception, ATC has invested more than \$130 million in 35 investments. ATC is a land investment management organization that pursues a diversified value-add investment strategy focused on identifying additional non-timber return-generating opportunities from investments.

Wow: ATC acquired 2,000 acres in Charleston County, South Carolina, for \$18.36 million. Known as Point Farm, the property had been owned by the same family since 1699 when it was granted to the loyal subjects by King William III of England. Point Farm

is absolutely pristine. Not only is it undeveloped, but it is unencumbered by any easements and sits less than 20 miles from beautiful downtown Charleston. It also enjoys one-half mile of deep water frontage just four miles from the Atlantic Ocean.

Arkansas Land and Homes
www.arkansaslandandhomes.us
(870) 495-2123

2017 Sales: < \$50M

Who: Owned by Arlon and Pamela Welch of Cave City.
Wow: I had an opportunity to sell a 523-acre property in Izard County. This property was a large piece that we had just sold the joining 1,080 acres the previous year, so when I received a call in the office in November from a gentleman who was looking for this type of ground, I quickly called this seller and asked for permission to show it. They agreed. My husband, Arlon Welch, took it from there. He showed the property two days later, and the contract was accepted within a week.

Butler Land and Timber Company

www.butlerlandandtimber.com
(800) 704-0645

2017 Sales: < \$50M

Who: We specialize in timber and recreational hunting tracts across Alabama, Georgia, and Florida from 20 to 20,000 acres.

Wow: We had 150 closings, and the first quarter of 2018 has us on pace to exceed that number.

Coldwell Banker Commercial Saunders Real Estate

www.saundersrealestate.com
(863) 648-1528

2017 Sales: \$100M–\$250M

Who: Founded in 1996 by Dean Saunders, ALC, CCIM, CBC Saunders offers strategic real estate services across the entire State of Florida. Our land professionals deal in ag land, ranchland, timberland, conservation easements, citrus groves, transitional and residential development land.

Wow: The most gratifying sale last year (though by no means

our largest transaction) was the sale of 400-plus acres of riverfront land with second magnitude springs to the State of Florida for a state park.

Compass South Land Sales

www.compassouthlandsales.com
(843) 538-6814

2017 Sales: \$100M–\$250M

Who: Compass South Land Sales specializes in the disposition of timberland, recreational properties, plantations, and estates throughout the South.

Wow: We represented a family office in the sale of 15,000 acres of Legacy Springs Ranch located 60 miles northwest of Austin on the Colorado River.

Cyprus Partners

www.cypruspartners.com
(205) 936-2160

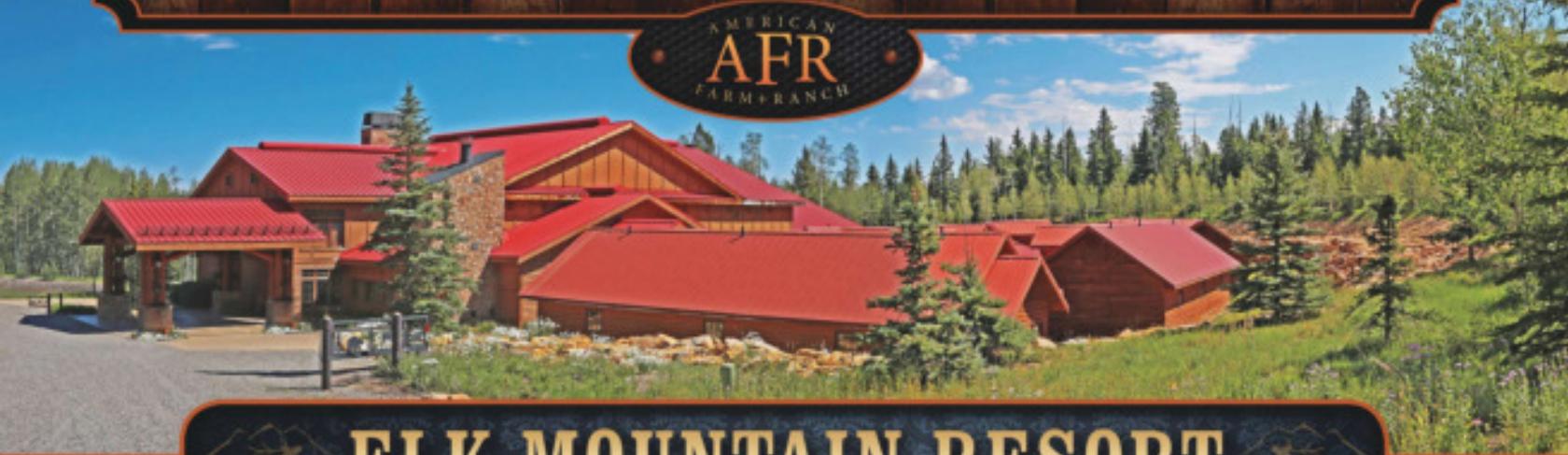
2017 Sales: < \$50M

Who: Our agents are also licensed foresters, certified appraisers, or hold advanced degrees in related fields. Just as importantly, our proprietary database of more than 100,000 landowners is a powerful tool

LONE EAGLE

LAND BROKERAGE, INC.

AMERICAN
AFR
FARM + RANCH



ELK MOUNTAIN RESORT

• OURAY COUNTY, COLORADO •

• 275± ACRES •

• \$17,950,000 •

Spread out across 275± acres of lush forest on the Uncompahgre Plateau lies Elk Mountain Resort. The luxurious resort, completed in 2006, was a four-season destination consisting of a main lodge that boasts just under 20,000 sq.ft. of elegant yet rustic accommodations. Attached to the main lodge via heated walkways are 21 luxury lodge suites designed for comfort. If it's a more private setting you want there are 18 2-story, 3 bed/3 bath cottages spread throughout the pine and aspen forest. Activities at Elk Mountain Resort range from tactical training in the 15,500 sq.ft. indoor shooting facility to tennis, rock climbing and hiking or riding ATVs and snowmobiles in the terrain park. From the majestic views of the San Juan Mountains to the solitude of the surrounding national forest ... the luxury of Elk Mountain Resort is a work of art.



970.249.4300

• JOEY@EAGLELAND.COM •

• WWW.EAGLELAND.COM •

AMERICA'S
BEST
BROKERAGES

MARITIME FOREST

Located at the headwaters of Perdido Bay between Pensacola and Gulf Shores, 3,636-acre Perdido Bluff may well be the last best undeveloped plantation on the Gulf Coast. Listed with Jon Kohler.

that helps us share with clients large timber, farm, and outdoor recreation properties that are not available on the Internet.

Wow: Exclusive brokerage representing the owner in the sale of a 14,000-acre timberland property in North Alabama.

**Davis DuBose Knight
Forestry & Real Estate**

www.forestryrealestate.com
(501) 219-8600

2017 Sales: \$50M–\$100M

Who: We specialize in rural property, primarily selling timberland, farmland, recreational properties, and pastureland. We represent individuals, three of the four timber REITs, TIMOs, and corporations in the brokerage of properties in Arkansas, Texas, Louisiana, Mississippi, and Oklahoma.

Wow: Our Lake Greesson Pine Plantation offering was the highlight of the year for us. It was 5,844 acres in Pike County, Arkansas, near Murfreesboro. We conducted a sealed-bid auction sale and unfortunately, the TIMO that submitted the

high bid backed out during the due diligence phase. We were then able to identify another timberland investor and had the property under contract within three weeks.

Eshenbaugh Land Company

www.thedirtdog.com
(813) 287-8787

2017 Sales: \$100M–\$250M

Who: Whether it's urban infill or wide-open undeveloped land, you need a local brokerage team on the ground and in the know to make complex land deals happen. In Florida, that's Eshenbaugh Land Company.

Wow: We closed a deal a week at our boutique firm last year with an average deal size of \$2 million per transaction.

Jon Kohler and Associates

www.jonkohler.com
(850) 508-2999

2017 Sales: < \$50M

Who: Jon Kohler & Associates is a real estate brokerage, marketing, and advisory firm for those who share a conservation and land stewardship ethic.

We are the leading authority on plantations, ranches, and high-quality properties. We represent landowners in all seven plantation belts across Alabama, Florida, Georgia, and South Carolina. Over the past 27 years, we have developed a specialty brokerage that represents major landowners and investors in the plantation and high quality land niche.

Wow: Listing Perdido Bluff, one of the largest undeveloped properties on the Gulf Coast.

**United Country
Neeley Forestry Service**

www.ucneeleyforestry.com
(870) 836-5981

2017 Sales: < \$50M

Who: We are an Arkansas forestry consulting firm that specializes in timber management, appraisal, and real estate sales. Our brokerage centers around trying to find the right buyer for timberland properties with a focus on the highest and best use.

Wow: In 2017, one of our sales brought over \$8 million.

**Larson & McGowin
Properties**

larsonmcgowinproperties.com
(205) 977-7706

2017 Sales: \$50M–\$100M

Who: A timberland specialist with a focus on the Southeast. Our firm is rooted in the science of forestry, appraisal, and land management.

Lile Real Estate

www.lilerealestate.com
(501) 374-3411

2017 Sales: \$50M–\$100M

Who: Since 1993, we've been connecting qualified land investors with agricultural, recreational, and timberland properties in the Mid-South.

Wow: We represented a former Ducks Unlimited president in his acquisition of the famous Little Siberia Hunting Club in Arkansas County, Arkansas. The property consisted of 907 acres offering some of the finest waterfowl hunting, whitetail deer hunting, and fishing that Arkansas has to offer with over 2½ miles of frontage along the famous Big Bayou Meto.

—  —

THISTLEDEW

MONTANA GRASSLANDS
A LAND BROKERAGE & CATTLE COMPANY

J7 RANCH | MELVILLE, MONTANA | \$4,000,000



Working Cattle Ranch & Hunting Unit in the Heart of Montana's Premier Cattle Country. Crazy Mountains. Tony Creek. Historic Log Home. Resident Elk Herd. 4,921 Acres. Call us for a simple business plan to prosper in cattle ownership as well as enrich oneself.

WWW.THISTLEDEWLAND.COM OR 406-962-3310 FOR MORE PROPERTIES

— BUILD YOUR OWN LEGACY —

PRIME TRANSITIONAL LAND

Totaling more than 17,000 acres, the Bluffs of Saint Teresa features 17 miles of frontage on some of Florida's most scenic waterways. Listed for \$50 million with CBC Saunders Real Estate.

Mossy Oak Properties
Cache River Land and Farm
www.cacheriverlandandfarm.com
(501) 388-1947

2017 Sales: \$50M–\$100M
Who: Duck, deer, turkey, and freshwater fishing properties are our bread and butter. We focus on premium rural land holdings, with an emphasis on farms, mixed-use recreational, hunting, and fishing properties.
Wow: Our biggest land sale was a 1,000-acre property.

Mossy Oak Properties
Stuttgart Land and Farm
www.mossoakproperties.com
(855) 934-5263

2017 Sales: \$50M–\$100M
Who: Mississippi Delta recreational acreage and row crops in Arkansas are our specialties.
Wow: Last year, we sold a 400-acre duck and rice farm in record time at market price.

Mossy Oak Properties
of Virginia
www.mopva.com
(844) 480-5263

2017 Sales: < \$50M
Who: A great bunch of people

who go above and beyond to help clients find exactly what they are looking for.

Wow: Got a listing and had it under contract in two days.

Mossy Oak Properties
Delta Land Management Co.
www.arkansaslandforsale.com
(501) 604-4565

2017 Sales: \$50M–\$100M
Who: We specialize in farm and recreational properties. We have several agents with farm management degrees and one with a master's in wildlife biology who specializes in quail and waterfowl habitat.
Wow: A complex transaction involving a farm in Southeast Arkansas bought by an investment firm for \$10 million.

Mossy Oak Properties
Logan Land Company
www.mossoakproperties.com
(877) 377-5263

2017 Sales: < \$50M
Who: We specialize in timber and recreational property sales in Alabama and Mississippi.
Wow: We had a three-way closing with multiple properties

and were successful in putting it all together for a land swap where everyone was happy.

Mossy Oak Properties
NC Land and Farms
www.nclandandfarms.com
(844) 480-5263

2017 Sales: < \$50M
Who: With over 100 years' real estate experience, our team of land specialists have the knowledge, skills, and resources to meet all of your real estate needs. We specialize in hunting land, recreational properties, farms and agricultural land, timber investment tracts, and rural residential properties.
Wow: The sale of Haw Bluff Longleaf Pine Preserve to The Nature Conservancy. The Haw Bluff Tract contained 1,792 total acres with approximately 800 acres of longleaf pine.

Mossy Oak Properties
Southeast Land & Wildlife
www.selandandwildlife.com
(256) 383-8901

2017 Sales: < \$50M
Who: Our experienced staff includes two foresters, a wildlife

biologist, and an MAI appraiser who focus on timber and recreational land in Alabama, Mississippi, and Tennessee.
Wow: We listed 18,500 acres in Central Tennessee, had it under contract late 2017, and closed in the first quarter 2018.

Mossy Oak Properties
Alabama Land Crafters
www.thelandcrafters.com
(334) 277-6501

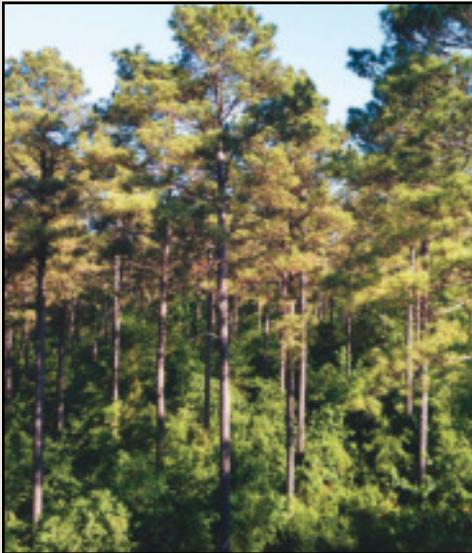
2017 Sales: < \$50M
Who: Recreational, timberland, investment, farm, ranch, commercial, and residential.
Wow: 65 percent of our sales come from out of state.

Mossy Oak Properties
Coastal Land & Real Estate
www.mossoakproperties.com
(912) 674-2700

2017 Sales: < \$50M
Who: Experts in farmland, recreational land, and timberland sales with a special focus on transitional land.
Wow: Brokered a 2,300-acre timber tract to an institutional investment firm that brought a near-record bare land price.

WE ARE *THE* LAND & TIMBER EXPERTS

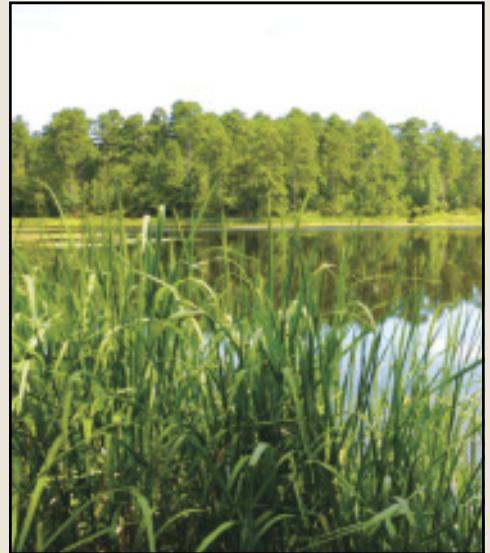
35 YEARS OF LAND MANAGEMENT & FORESTRY EXPERIENCE



HAMBURGER GOUGH TRACTS
MULTIPLE COUNTIES, AR-LA-OK
3,720 ACRES | CONTACT BROKER



WALLACE TRACT
SHELBY COUNTY, TEXAS
167.5 ACRES | \$449,500



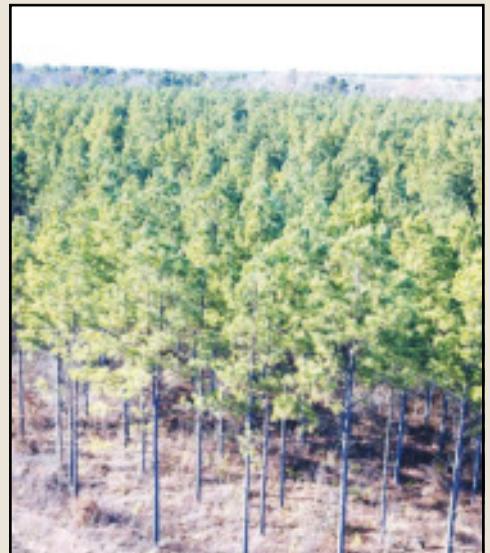
CARUTH TRACT
SMITH COUNTY, TEXAS
525 ACRES | \$1,995,000



COLBEY TRACT
SABINE COUNTY, TEXAS
106 ACRES | \$259,700



KOUNTZE TRACT
HARDIN COUNTY, TEXAS
382 ACRES | \$611,200



TOBIE DUNLAP TRACT
BOWIE COUNTY, TEXAS
248 ACRES | \$416,953

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BRADLEY WILSON
PRESIDENT | PRINCIPAL BROKER.

O: 936-590-4909 | M: 936-462-3526
bwilson@terrastonelandco.com | terrastonelandco.com



**Mossy Oak Properties
Dixie Land and Wildlife**
www.mossyoakproperties.com
(731) 610-2473

2017 Sales: \$50M–\$100M
Who: We specialize in land sales, land enhancement, utilizing 401(k)s to invest in land, and easements.

Wow: Listed 1,400 acres of rolling hills and high bluffs adjoining the Tennessee River with superb grazing, and plenty of good water.

**Mossy Oak Properties
Forest Investments**
www.mopforestinvestments.com
(601) 341-1131

2017 Sales: < \$50M
Who: A full-service forestry consulting firm that specializes in the acquisition, management, and sale of timberland and recreational properties.

Wow: Owner/broker Rick Taylor was elected by his peers to serve as a director-at-large on the board of the Realtors Land Institute.

**Mossy Oak Properties
Hart Realty**
www.mophartrealty.com
(270) 528-4026

2017 Sales: N/A
Who: Land development, investments, and sales, commercial and industrial sales/leasing/investments.
Wow: A close friend asked us to market a hunting retreat he needed to sell. We did exactly as he requested and gave him a 400 percent profit.

**Mossy Oak Properties
Land and Luxury**
www.landandluxury.com
(704) 658-1121

2017 Sales: < \$50M
Who: We are a full-service real estate firm that specializes in land sales and luxury properties across the Carolinas.
Wow: When competing for listings, we were awarded the listing 90 percent of the time.

**Mossy Oak Properties
Natural Farms & Wildlife**
www.moparkansas.com
(479) 443-5656

2017 Sales: < \$50M
Who: We serve the Natural State. We provide first-class service and third-party representation for buyers and sellers.
Wow: Closed on four acres for more than \$2 million.

**Mossy Oak Properties
of Louisiana**
www.mossyoakpropertiesla.com
(888) 318-5263

2017 Sales: \$50M–\$100M
Who: Mossy Oak Properties of Louisiana specializes in brokering rural land sales. We are experts in finding buyers and sellers of rural land.
Wow: Closed a 3,176-acre ranch in one of the fastest growing areas of the state for \$12,704,000.

**Mossy Oak Properties
of Tupelo**
www.mopoftupelo.com
(662) 231-0740

2017 Sales: < \$50M
Who: Mossy Oak Properties of Tupelo is a unique brokerage. We are a small company and are interested in the smallest tract of land, but at the same time, we don't shy away from the largest tract of land.
Wow: This small office had over 70 closings in a very competitive market.

**Mossy Oak Properties
Tennessee Land & Farm**
www.moptennessee.com
(615) 804-2571

2017 Sales: < \$50M
Who: A diverse recreational land brokerage and full service real estate company located in Franklin, Tennessee. We serve real estate and land needs in Middle Tennessee.
Wow: We brokered a 270-acre, \$3 million deal to create an elementary, middle school, and high school campus on a farm.

Outdoor Properties
www.outdoorproperties.com
(901) 483-6073

2017 Sales: \$50M–\$100M
Who: Our specialties include recreational properties and agricultural land sales.

RecLand Realty
www.recland.net
(318) 281-4900

2017 Sales: < \$50M
Who: RecLand focuses on hunting land, timberland, farms, and ranches in Iowa, Louisiana, Arkansas, Texas, Mississippi, and Missouri. Coming soon to Georgia!
Wow: One of our Missouri agents closed two 1,000-plus acre deals on the same day late in 2017. One of our Texas land agents closed a 2,100-acre timberland deal in January to kick off the new year in style.

Richton Tie and Timber
www.rttl.com
(601) 545-8222

2017 Sales: < \$50M
Who: A third-generation land, timber, and real estate operation with roots in the State of Mississippi as early as 1867.
Wow: Richton Tie and Timber represented one of the largest landowners in Mississippi in selling a showcase property.

Southeastern Land Group
www.selandgroup.com
(866) 751-5263

2017 Sales: \$100M–\$250M
Who: We focus on rural acreage, mainly timberland tracts, farmland, recreational properties, and mini-farms in the Southeast.
Wow: Sold The Old Scotland property, a highly desirable 3,923-acre timber tract in Monroe County, Alabama.

TerraStone Land Company
www.terrastonelandco.com
(936) 590-4909

2017 Sales: < \$50M
Who: A full-service brokerage providing investments involving

timberland, recreational land, and environmentally focused land investments.

Wow: We experienced a strong 2017 with the sale of over 4,500 acres of timberland in South Arkansas as well as representing a buyer who acquired 10,000 acres of Coastal Plains acreage.

**Tom Smith
Land and Homes**
tomsmithlandandhomes.com
(601) 454.9397

2017 Sales: \$100M–\$250M
Who: TSLH specializes in recreational, hunting, and crop ground as well as timber tracts. We have built an outstanding business marketing homes on 25 acres or less.
Wow: We sold The Tatum Plantation, Lakewood Plantation, and White Oak Plantation. All three are outstanding Mississippi trophy high fence operations.

**United Country Gibson
Realty & Land Company**
www.gibsonrealtym.com
(601) 250-0017

2017 Sales: \$100M–\$250M
Who: With a strong presence in Mississippi and Louisiana, we sell homes, hunting land, timberland, poultry farms, and commercial properties.
Wow: We have been ranked the No. 1 United Country Real Estate office internationally in sales for 2008, 2009, 2010, 2011, 2013, 2014, 2015, 2016, and 2017.

The Wright Group
www.wrightbroker.com
(229) 226-2564

2017 Sales: \$50M–\$100M
Who: A boutique firm specializing in recreational, lifestyle, and legacy investments.
Wow: Brought to market Millpond Plantation, the nation's most iconic bobwhite quail hunting plantation, which is available for the first time in five generations.